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ABSTRACT

This is a report on the results of a market research project conducted by Fox Valley Technical College (FVTC) (Wisconsin) to identify new occupational markets in the college's service area. The college scanned national job lists, employment databases, and northeastern Wisconsin employer advertisements. The college also surveyed employers in the district. Six lists of new potential occupational markets for FVTC students and graduates were created. The lists were aggregated into 14 possible careers: multimedia/Internet specialist, graphic artist, civil engineer, human resources manager, computer support technician, telecommunications specialist, hazardous waste technician, computer repair technician, medical records technician, geographical information systems (GIS) specialist, teacher's aide, HVAC technician, technical writer, and medical sonographer. The report provides a list of various occupations and community colleges that offer degrees or certificates in these fields. It also includes information on the processes used to identify new markets. Results from the service area employer survey list potential occupations along with job descriptions, degree requirements, salary ranges, and market size. The report offers information for the potential development of new degree or certificate programs at the college. (Includes tables with specific information from national job lists, databases, and area employers.) (MKF)

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Fox Valley Technical College
New Occupational Markets

Market Research Project Results

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Institutional Advancement
June 1999

Fox Valley Technical COLLEGE
Knowledge That Works

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Fox Valley Technical College
New Occupational Markets

Market Research Project Results

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Executive Summary

This report shows the results of a project that applied a market research model in order to identify new occupational markets for Fox Valley Technical College. After scanning national lists and databases of new occupations, monitoring jobs advertised by employers of northeastern Wisconsin, and surveying employers in the Fox Valley Technical College district, six lists of potential new occupational markets for the College were created. To the extent possible, only occupations that met two conditions were included in these lists. The occupation must:

- require post-secondary training and,
- involve a program not already offered at the College.

In many cases, the educational requirements for an occupation are difficult to determine. Even the apparently simple question of whether the College offers a program to prepare people for an occupation is not easy to answer. Thus, the lists may contain some questionable entries. When information was lacking, the occupation was included in a list.

This report presents a pool of occupations that could be considered for new programs at Fox Valley Technical College. Many, perhaps most, are already well-supported through courses, customized contract training with an employer, or short-term certificates. Training for an occupation may already be offered by another educational entity. Instructional staff may have considered and rejected some of these occupations as viable markets. The lists are not prescriptive; they are meant to provide a pool of possibilities for further study and discussion.

Several occupations appear with high frequency across almost all of the lists. At the present time, Fox Valley Technical College does not offer an associate degree or technical diploma program focused solely on these occupations, although some the College's current programs will produce a few graduates who end up working in these occupations. The occupations are shown in the following chart, along with the number of times the occupation or a closely-associated occupation appeared in a national scanning, regional monitoring, or local surveying activity. These occupations may be good candidates for further research and development at Fox Valley Technical College. Additionally, there may be many additional, viable program or certificate ideas contained in the detailed lists in this report.

Executive Summary (cont.)

Occupation	Frequency of Occurrence of Occupation: In National Scanning	In Regional Monitoring	In Local Surveying	Total
Webmaster/Multimedia Specialist Also called interactive multimedia, internet and multimedia, multimedia studies, visual design, digital multimedia technology, multimedia and web page design, CIS-web authoring, webmaster specialist, webmaster technologist, traditional animation/digital animation, web designer, web/promotional designer, web development	23	3	1	27
Graphic Artist Also called computer graphics design, digital graphics design, graphic design, graphic arts technology, graphic arts design and technology, graphic artist/designer, desktop publisher, MacIntosh operator, pre-press coordinator, imaging technician, digital artist	7	8	2	17
Architectural Drafting Also called civil engineering, CAD drafting animation and presentation, computer design and graphics, drafting, architectural design, civil engineering/CAD technician, layout assistant, structural drafter	4	8	4	16
Human Resources Management Also called provider relations specialist, HR information systems coordinator, part-time recruiter, technical recruiter, recruiter, sales recruiter, staffing coordinator	5	9	1	15
Computer Support Technician Also called customer service specialist-computer, business systems support specialist, computer software support technician, computer service and repair, help desk associate, help desk specialist-level 1, help desk technician, communication specialist, support manager	6	8	0	14

Executive Summary (cont.)

Occupation	Frequency of Occurrence of Occupation: In National Scanning	In Regional Monitoring	In Local Surveying	Total
Telecommunications Specialist Also called fiber optics technician, microwave technician, videoserver technician, broadband technician, electronic wireless communication technician, telecommunications technician, teleconferencing systems technology, PBX telephone, telecommunications wireless communications, communications equipment technology	12	2	0	14
Hazardous Waste Technician Also called chemical waste disposal worker, pollution prevention specialist, redemption technician, solid and hazardous waste technician, HAZMAT transportation worker, waste management supervisor, waste water technician, air monitoring emissions technician	11	2	0	13
Computer Repair Technician Also called data processing equipment repairer, computer engineering technology, computer maintenance technology, computer service technician, computer technician, PC troubleshooter, computer electronics, computer support technology	10	1	1	12
Medical Records Technician Also called health information assisting, health information management, health information technologist, medical historical position, medical records clerk, medical records specialist, medical reimbursement specialist	6	4	1	11
Geographical Information Systems (GIS) Also called cartographer, sometimes paired with global positioning systems (GPS)	10	0	0	10

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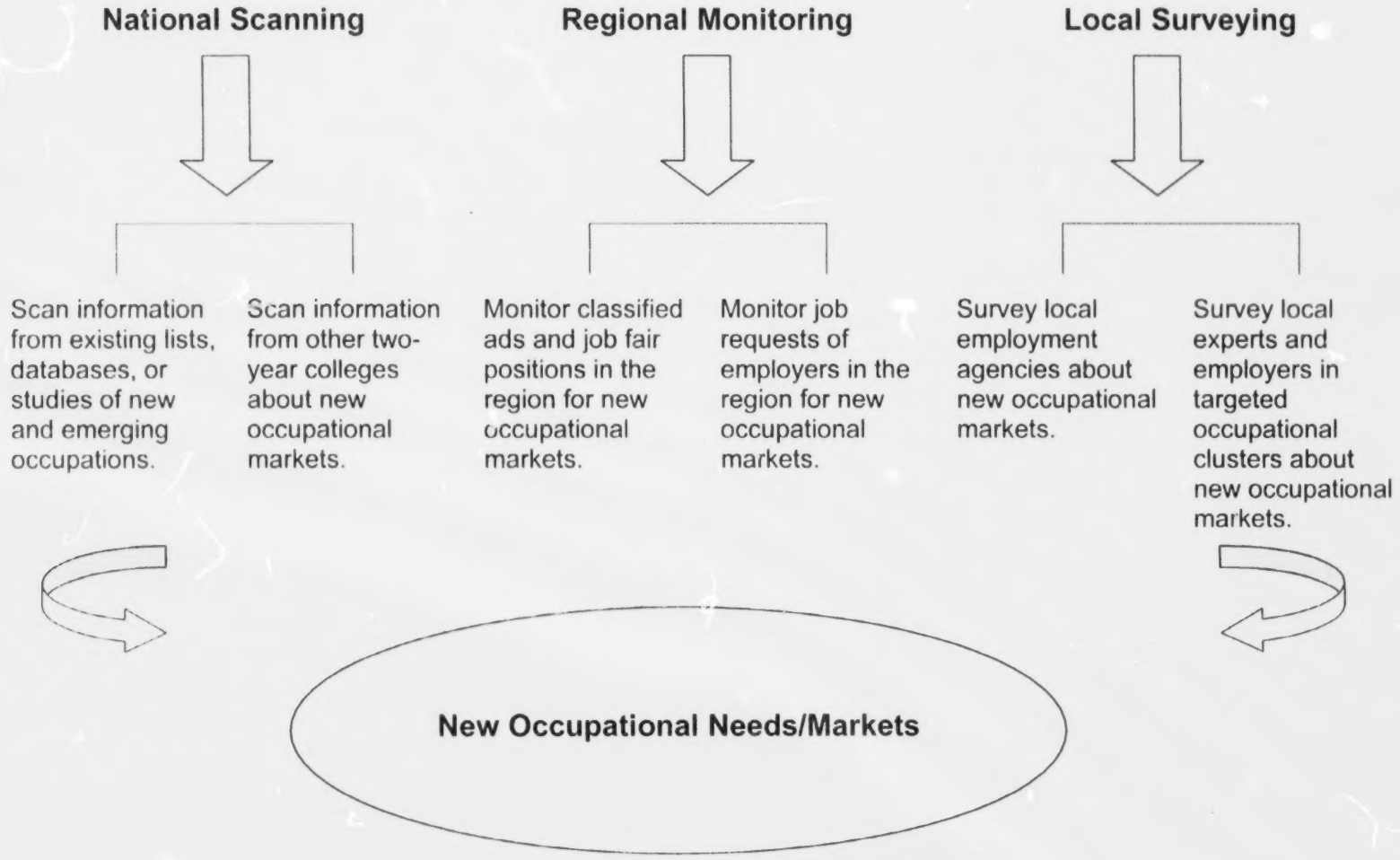
Executive Summary (cont.)

Occupation	Frequency of Occurrence of Occupation: In National Scanning	In Regional Monitoring	In Local Surveying	Total
Teacher's Aide Also called associate teacher, early childhood education, paraeducator, site supervisor preschool, teacher, educational lab aide, educational technology	6	2	1	9
HVAC Technician Also called air conditioning technology	2	7	0	9
Technical Writer/Illustrator Also called technical communications, professional and technical writing, technical writer, technical illustrator, documentation coordinator, documentation control clerk, documentation control manager, electronic document conversion specialist	3	5	1	9
Sonography Also called diagnostic medical sonography, Echo-EDI sonography, cardiovascular sonographer	3	5	0	8

Market Research Model for Identifying New Occupational Needs


National Scanning
Regional Monitoring
Local Surveying
Scan information from existing lists, databases, or studies of new and emerging occupations.
Scan information from other two-year colleges about new occupational markets.
Monitor classified ads and job fair positions in the region for new occupational markets.
Monitor job requests of employers in the region for new occupational markets.
Survey local employment agencies about new occupational markets.
Survey local experts and employers in targeted occupational clusters about new occupational markets.
New Occupational Needs/Markets

Procedures for Identification of New Occupational Markets

From National Databases and Studies

In the national scanning of databases of new and emerging occupations, occupations had to meet two criteria to be included in the list entitled *Occupations Identified from National Databases and Studies*. They must 1) require an associate degree or post-secondary training and 2) be an occupation for which Fox Valley Technical College is not already offering an associate degree or technical diploma. There were two national databases used in the scanning:

- Farr & Ludden. (1999). Best jobs for the 21st century. This mass-market publication details 686 occupations which met authors' criteria for high annual earnings, high growth through 2006, and high number of openings nationally. The list of best occupations requiring an associate degree and the list requiring post-secondary training were scanned.

- Emerging and Evolving Occupations. [Online]. Texas State Occupational Information Coordinating Committee: http://www.soicc.state.tx.us/emerging/execsumm.htm [1999, February 5]. This web site presents 47 occupations that the Texas study found to be emerging and evolving, according to authors' definition. All 47 occupations were scanned.

The following information was captured for the list of *Occupations Identified from National Databases and Studies*:

- Name of occupation
- Short description of occupation
- Education required
- Growth rate
- Yearly earnings

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From New Programs of Other Colleges

In the national scanning of new occupational programs of other colleges, the occupation had to meet two criteria to be included in the list entitled *Occupations Identified from New Programs of Other Colleges*. They must 1) require an associate degree or post-secondary training and 2) be an occupation for which Fox Valley Technical College is not already offering an associate degree or technical diploma. The new occupational offerings of colleges across the country were extracted from results of an email survey of members of the National Council for Occupational Education. Responses describing occupational programs begun in the past two years or planned for the next two were received from 169 colleges.

The following information was captured for the list of *Occupations Identified from New Programs of Other Colleges*:

- Name of the occupational program
- Description of what the program prepares people to do
- Occupational grouping for the program
- Credential(s) conferred upon completion
- College offering the new program
- State

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❶ Occupations Identified from National Databases and Studies

	Description of Occupation	Education	Yrly Growth	Earnings	Source*
Business Occupations					
Electronic Research Technician	Search, gather information electronically for clients	Post sec	Unknown	Unknown	TX Study
Geograph. Info. Systems (GIS) Tech	Prepare digital & plotting maps from digital data	Assoc deg	35%	$17.58/hr	TX Study
Law Clerk	Research legal data for briefs/argument	Assoc deg	12%	$26,748/yr	Best Jobs
Litigation Support Specialist	Perform investigative, research & paralegal work	AD & Cert	41%	$14.84/hr	TX Study
Meeting, Event & Convention Planner	Develop programs, market & arrange events	Unknown	23%	$31-35.5K/yr	TX Study
Multimedia Specialist	Use audio, video, graphics, text in CD ROMs	Unknown	Significant	$15.15/hr	TX Study
Provider Relations Specialist	Recruit health care providers, administer contracts	Post sec	Unknown	Unknown	TX Study
Sales Agent, Real Estate	Rent, buy, sell property to clients	Post sec	6%	$45,219/yr	Best Jobs
Travel Agent	Plan trips for travel agency customers	Post sec	24%	$21,964/yr	Best Jobs
Webmaster	Develop, maint. web server and pages for a firm	Unknown	Rising	$19-2900/mo	TX Study
Computer/Telecommunications					
Computer Security Specialist	Plan, implement info. sys. security measures	Assoc deg	Unknown	$56,800/yr	TX Study
Computer Support Technician	Install, support & maintain hardware, software	Assoc deg	103%	$17.67/hr	TX Study
Customer Serv. Specialist, Computer	Respond to customer inquiries, complaints	Unknown	Unknown	$27,000/yr	TX Study
Data Processing Equip. Repairer	Repair, maintain computers, peripheral equip.	Assoc deg	47%	$21.61/hr	TX Study
Data Processing Equip. Repairer	Repair, maintain, install computers	Post sec	52%	$29,452/yr	Best Jobs
Database Administrator	Oversee company's computer database files	AD or BS	112%	$21.68/hr	TX Study
Fiber Optics Technician	Design, install, repair fiber optic cable systems	Assoc deg	Unknown	$15.44/hr	TX Study
LAN & WAN Administrator	Responsible for company's overall network	AD or More	Unknown	$53,500/yr	TX Study
Microwave Technician	Develop, test, install electronic microwave equipment	Assoc deg	Growing	$15.44/hr	TX Study
Telecommunications Specialist	Research, recommend voice mail, fiber, phones	Assoc deg	89%	$32,900/yr	TX Study
Videoserver Technician	Service, set up equip. used in teleconferencing	Assoc deg	Unknown	$15.15/hr	TX Study
Health Care Occupations					
Audiometrist	Conduct audiometic screening & tests w/audiologist	Assoc deg	24%	$31,054/yr	Best Jobs
Cardiology Technologist	Conduct tests on pulmonary systems of patients	Assoc deg	35%	$33,696/yr	Best Jobs
Dialysis Technician	Set up/operate dialysis machine & connect patients	Assoc deg	24%	$31,054/yr	Best Jobs
Dietetic Technician	Provide service in food serv. mgmt., dietary counsel.	Assoc deg	24%	$31,054/yr	Best Jobs
Electrocardiograph Technician	Record electromotive variations w/EKG equipment	Assoc deg	35%	$33,696/yr	Best Jobs
Health Service Coordinator	Coord health programs in hospitals, businesses	Assoc deg	24%	$31,054/yr	Best Jobs
Medical Eligibles Specialist	Act as admitting clerks, registrar, patient rep.	HS+	Unknown	$10.83/hr	TX Study

*Best Jobs = Best Jobs for the 21st Century, Farr & Ludden

*TX Study=Texas State Occupational Information Coordinating Committee

Occupations Identified from National Databases and Studies (cont.)

	Description of Occupation	Education	Yrly Growth	Earnings	Source*
Health Care Occupations (cont.)					
Medical Records Technician	Compile, maintain medical records of patients	Assoc deg	51%	$20,488/yr	Best Jobs
Nuclear Medicine Technologist	Administer radioactive isotopes using equipment	Assoc deg	13%	$38,604/yr	Best Jobs
Occupational Health & Safety Spec	Review work environments, implement programs	Assoc deg	24%	$31,054/yr	Best Jobs
Optometric/Ophthalmic Technician	Test, measure eye function to assist w/treatment	Assoc deg	24%	$31,054/yr	Best Jobs
Orthodist/Prosthetist	Fabricate and fit braces or prostheses on patients	Assoc deg	24%	$31,054/yr	Best Jobs
Pheresis Technician	Collect blood components, provide treatment	Assoc deg	24%	$31,054/yr	Best Jobs
Respiratory Therapist	Set up, operate equipment, give gases to patients	Assoc deg	46%	$32,780/yr	Best Jobs
Surgical Technician	Prepare patient, equipment for surgery & assist	Post sec	32%	$25,001/yr	Best Jobs
Transplant Coordinator	Coordinate organ, tissue services and solicit donors	Assoc deg	24%	$31,054/yr	Best Jobs
Utilization Review Coordinator	Assess medical service compliance w/standards	AD in RN	Unknown	$15.54/hr	TX Study
Service Occupations					
Criminalist/Ballistics Expert	Examine, identify, classify, analyze evidence	Assoc deg	13%	$34,465/yr	Best Jobs
Manicurist	Clean, shape, polish customer's nails	Post sec	45%	$15,392/yr	Best Jobs
Safety & Health Technician	Investigate ventilation, exhaust, etc. affecting health	Assoc deg	Unknown	$15.54/hr	TX Study
Manufacturing/Industrial					
Air Monitoring/Emissions Technician	Perform lab and field tests related to air pollution	Post sec	14%	$16.08/hr	TX Study
Armature & Salvage Repairer	Recondition/rebuild salvaged electrical parts	Post sec	12%	$33,800/yr	TX Study
ATM Machine Service/Clerk	Install, maintain, replenish ATM machines	Unknown	Unknown	$8-15/hr	TX Study
Broadcast Technician	Set up, operate, maintain equip. used in radio, TV	Post sec	15%	$31,033/yr	TX Study
Calibration/Instrumentation Tech.	Develop, test, calibrate, operate, repair instruments	Assoc deg	13%	$29,993/yr	TX Study
Chemical Waste Disposal Worker	Package, transport, or store loads of waste	Post sec	9%	$7.75-10.50/hr	TX Study
Ground Transportation Electrician	Install & repair wiring in autos, trains, buses, trucks	Post sec	12%	$33,800/yr	TX Study
Lab Services Technician	Perform chemical, physical lab tests on samples	Assoc deg	14%	$16.08/hr	TX Study
Laser Electro-Optical Technician	Operate lasers, fiber optics, laser systems	Assoc deg	35%	$15.15/hr	TX Study
Laser Technician	Construct, install, test laser devices	Assoc deg	13%	$29,993/yr	TX Study
Mechanical Door Repairer	Install, service automatic doors, hydraulic doors	Post sec	12%	$33,800/yr	TX Study
Noise Abatement Technician	Work w/civil engineers to analyze noise levels	Post sec	Unknown	$7.75-10.50/hr	Best Jobs
Pollution Prevention Technician	Inspect waste disposal & treatment facilities	Post sec	Unknown	$16.08/hr	Best Jobs
Powerhouse/Subst'n/Relay Electrician	Maintain equip. in generating stations, powerhouses	Post sec	12%	$33,800/yr	Best Jobs
Pump Installer & Servicer	Erect, install & repair electric, gas & turbine pumps	Post sec	12%	$33,800/yr	Best Jobs

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*Best Jobs = Best Jobs for the 21st Century, Farr & Ludden *TX Study=Texas State Occupational Information Coordinating Committee

Occupations Identified from National Databases and Studies (cont.)

	Description of Occupation	Education	Yrly Growth	Earnings	Source*
Industrial/Manufacturing (cont.)					
Remediation Technician	Locate, remove hazardous materials	Post sec	Unknown	$9.56/hr	Best Jobs
Semiconductor Equipment Operator	Operate equip. to manufacture wafers	Post sec	12%	$8.89/hr	Best Jobs
Semiconductor Equipment Tech	Repair & maint. semiconductor equipment	Assoc deg	Significant	$20-27K/yr	Best Jobs
Solid & Hazardous Waste Technician	Monitor, inventory output of materials in a factory	Post sec	Unknown	$10.70/hr	Best Jobs
Sound Engineering Technician	Operate machines/equipment in recording/mixing	Assoc deg	13%	$29,993/yr	Best Jobs
Telephone Station Installer, Repairer	Install, repair telephone booths	Post sec	12%	$33,800/yr	Best Jobs
Test Card/Circuit Board Repairer	Replace/realign probes on test cards/repair defects	Post sec	12%	$33,800/yr	Best Jobs
Transformer Repairer	Clean and repair electrical transformers	Post sec	12%	$33,800/yr	Best Jobs
Transmitter Engineer	Operate radio transmitter to broadcast radio, TV	Post sec	15%	$31,033/yr	Best Jobs
Valve & Regulator Repairer	Test, repair mechanical regulators & valves	Post sec	12%	$33,800/yr	Best Jobs
Water & Wastewater Technician	Control pollution treatment equipment	Post sec	9%	$25,792/yr	TX Study
Transportation Occupations					
HAZMAT Transportation Worker	Load, transport, unload hazardous materials	Post sec	Unknown	$7-13.29/hr	TX Study
Shipping & Transportation Manager	Supervise material-moving machine operators	Assoc deg	Unknown	$13.26/hr	TX Study
Warehouse Supervisor	Plan, direct storage and distribution operations	Post sec	Unknown	$21.93/hr	TX Study
Other Occupations					
Artificial Breeding Technician	Collect, inject, measure, test animal semen	Assoc deg	13%	$34,465/yr	Best Jobs
Assayer	Test ores and minerals to determine properties	Assoc deg	13%	$34,465/yr	Best Jobs
Biological & Agricultural Technologist	Test methods of processing plants, animals	Assoc deg	13%	$34,465/yr	Best Jobs
Biology Specimen Technician	Prepare biological specimens for use in instruction	Assoc deg	13%	$34,465/yr	Best Jobs
Cartographer	Design & draft maps and charts	Assoc deg	35%	$17.58/hr	TX Study
Chemical Technician/Technologist	Conduct chemical, physical lab tests	Assoc deg	13%	$34,465/yr	Best Jobs
Food Service Technician	Perform test to determine properties of food	Assoc deg	13%	$34,465/yr	Best Jobs
Global Positioning Syst. (GPS) Tech	Install, repair electronic navigation equipment	Assoc deg	35%	$17.58/hr	TX Study
Nuclear Equip't Operation Technician	Operate equipment for release of nuclear energy	Assoc deg	13%	$34,465/yr	Best Jobs
Nuclear Monitoring Technician	Collect, test samples in nuclear experiments	Assoc deg	13%	$34,465/yr	Best Jobs
Textile Science Technician	Conduct tests on textiles, fibers, related materials	Assoc deg	13%	$34,465/yr	Best Jobs

*Best Jobs = Best Jobs for the 21st Century, Farr & Ludden *TX Study=Texas State Occupational Information Coordinating Committee

❷ Occupations Identified from New Programs of Other Colleges

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Business Occupations				
Animation-New Digital Media	No description offered	Assoc deg with certificate exit	Mt. San Antonio	CA
Bilingual Office Assistant	English & Spanish entry-level clerical	Certificate or diploma	Atlantic Cape CC	NJ
Bus Admin Speczation: Import/Expert	Entry level into import/export business	Associate degree	South Texas CC	TX
Business Multimedia	Develop presentations, be web developer	Assoc deg with certificate exit	Collin County CC	TX
CCC Online	Web based delivery system for bus. & CIS	Associate degree	Colorado CC	CO
Certified Customer Service	Enhance workers' customer service skills	Certificate - noncredit	Carroll Tech Institute	GA
CIS- Web Authoring	Skills for Internet web page author	Certificate or diploma - credit	CC of Allegheny Co	PA
Civil Engineering Technology	Civil engineering option in engineering tech.	Assoc deg with certificate exit	Bellingham TC	WA
Computer Graphics Design	Graphics designer	Assoc deg with certificate exit	Barton Co. CC	KS
Convenience Store Management	Mgmt. of convenience and other retail stores	Associate degree	South Texas CC	TX
Customer Service Representative	Provide call center services	Certificate or diploma - credit	Highline CC	WA
Digital Graphic Design	Printing/prepress, web, graphic design	Certificate or diploma	North Shore CC	MA
Digital Media Technology	Web design, web programming, multimedia	Associate degree	Terra Comm College	OH
E-Commerce	Conduct business over the Internet	Certificate or diploma	North Shore CC	MA
Entertainment Technology	Behind the cameras TV	Associate degree	Chattahoochee Tech	GA
Entertainment Technology	Scenic artists, lightning tech., audio tech., etc.	Certificate or diploma - credit	Orange Coast Coll	CA
Electronic Doc Conversion Spec	Convert hard copy files to computer prog.	Certificate or diploma	NW Indian Coll	WA
Electronics Tech./Computer Equip. Tech.	Service/repair comm. & telcomm. equip.	Assoc deg with certificate exit	South Texas CC	TX
Equine Operations	Operate, maintain horse-related facilities	Certificate or diploma - credit	So. Suburban Coll	IL
Freight Forwarding	Travel agents for freight, air/ocean cargo etc.	Certificate or diploma - credit	Highline CC	WA
Geographic Information Systems	Work w/data bases and mapping for rpts. etc.	Assoc deg with certificate exit	Houston CC	TX
Geographic Information Systems (GIS)	Work w/GIS systems, mapping, spatial info.	Associate degree	Rio Hondo Coll	CA
Geographical Information Systems (GIS)	Apply GIS skills in bus., org. and gov.	Certificate or diploma - credit	Itasca Comm Coll	MN
Geographical Information Systems (GIS)	Manipulate/interpret geographic data	Assoc degree	State TI/Memphis	TN
Geographical Information Systems (GIS)	Work with GIS software in gov., etc.	Certificate or diploma	Cypress College	CA
GIS/Global Positioning Systems	Self-explanatory	Associate degree	Athens Area TI	GA
Geographic Information Systems (GIS)	Self-evident	Associate degree	Iowa Lake CC	IA
General Real Estate	Manage residential and commercial properties	Certificate or diploma - credit	Dakota County TC	MN
Graphic Arts	Graphic artists	Assoc deg with certificate exit	East Central Coll	MO
Graphic Arts Technology	Self-evident	Assoc deg with certificate exit	Rock Valley Coll	IL
Graphic Design	Graphic designer	Assoc deg with certificate exit	Westark College	AR
Graphic Design and Printing	Self-evident	Associate degree	Illinois Valley CC	IL
Graphic Design and Technology	Design ads, marketing, run print equipment	Assoc deg with certificate exit	Iowa Lakes CC	IA
Human Resource Mgmt.	Work in the human resources field	Associate degree	Iowa Western C C	IA
Human Resource Mgmt.	Management entry level, personnel	Assoc deg with certificate exit	Delaware TC Coll	DE

Occupations Identified from New Programs of Other Colleges (cont.)

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Business Occupations (cont.)				
Human Resources	No description offered	Certificate or diploma	Mt. San Antonio	CA
Human Resources Tech.	Personnel specialist in an organization	Associate degree	Muskingum TC	OH
Import/Export Internat. Bus. Spec.	Self-explanatory	Certificate - noncredit	Wilbur Wright Coll	IL
Interactive Media	Provide webmaster services	Associate degree	Highline CC	WA
Interactive Multimedia	Multimedia and web design	Assoc deg with certificate exit	NHMCCD	TX
International Business	Int'l business careers/ownership	Other	Rio Hondo College	CA
International Business	No description offered	Associate degree	Mt. San Antonio	CA
Internet and Multimedia	Multimedia specialist or web specialist	Certificate or diploma	CC of Balto Co	MD
Internet Communications	Communicate over the internet	Certificate or diploma	Coll of Lake Cty	IL
Legal Assisting	Assistants to lawyers and other employers	Associate degree	South Texas CC	TX
Multimedia	Video, TV, film, graphic design, webmastering	Associate degree	Seminole CC	FL
Multimedia	High tech media production-print and digital	Associate degree	Peninsula College	WA
Multimedia	Work with multimedia	Certificate or diploma - credit	Oklahoma City CC	OK
Multimedia and Web Page Design	Self-evident	Associate degree	Dakota County TC	MN
Multimedia Major, Marketing Mgmt.	Graphics design, video, business animation	Associate degree	Muskingum TC	OH
Multimedia Production Tech.	No description offered	Associate degree	Columbus State CC	OH
Multimedia Specialist	Media productions	Assoc deg with certificate exit	Hibbing Comm Coll	MN
Multimedia Studies	Work with multimedia	Assoc deg with certificate exit	CT Comm-Tech	CT
Nonprofit Management	Prepare to be asst. mgr., grants person etc.	Assoc deg with certificate exit	Clover Park Tech	WA
Org. Comm. for the Business Professional	Self-explanatory	Assoc deg with certificate exit	Waubonsee CC	IL
Paralegal	Self-explanatory	Associate degree	Ivy Tech Reg 6	IN
Paralegal	Self-explanatory	Associate degree	N. Central MI Coll	MI
Photonics/Vacuum Technology	Work in optics w/laser tech and telecomm.	Associate degree	Higher Edu Center	CO
Plastics/Injection Molding Technology	Work in plastics, tool and mold making	Associate degree	Higher Edu Center	CO
Plastics Technology	Technical support to the plastics industry	Both Assoc degree & certificate	Lake Michigan Coll	MI
Plastics Technology	Engineering technicians	Assoc deg with certificate exit	Mt. Wachusett CC	MA
Professional and Technical Writing	Web, traditional office communications	Certificate or diploma	Atlantic Cape CC	NJ
Railroad Operations Certificate	Self-evident	Certificate or diploma - credit	Carl Sandburg Coll	IL
Recreation Leadership Mgmt.	Mid-level management positions	Associate degree	Chattahoochee Ti	GA
Small Business Management	Prepares entrepreneurs to open businesses	Certificate	Lansing Comm Coll	MI
Surveying Technology	Based on concepts of civil engineering & surv.	Certificate or diploma – credit	Altamaha Tech Inst.	GA
Technical Communications	Analyze, develop, edit tech. communications	Associate degree	Seattle Cent'l CC	WA
Telecommunication Technician	Central office tech. for telecomm. comp.	Assoc deg with certificate exit	Blue River CC	MO
Traditional Animation/Digital Animation	Web design, feature animation, special effects	Assoc deg with certificate exit	Glendale Comm Coll	CA
Visual Design	Multimedia design	Associate degree	Ivy Tech State Coll	IN
Water/Industrial Waste Water	Process water qual. to fed. and state standards	Assoc deg with certificate exit	Gateway CC	AZ

Occupations Identified from New Programs of Other Colleges (cont.)

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Business Occupations (cont.)				
Water Purification	RO and DI water for semi-conductor industry	Assoc deg with certificate exit	Gateway CC	AZ
Web Design	Internet related jobs, generate web pages	Certificate or diploma	KCKCC	KS
Web Design Specialist	Prepare web pages for the internet	Certificate or diploma	San Joaquin Delta	CA
Web Development	Self-evident	Certificate or diploma - credit	Alexandria Tech	MN
Web Site Design	Design web pages	Certificate or diploma	Hennepin Tech	MN
Webmaster Specialist	Design and create web pages/prog. in JAVA	Certificate or diploma	Atlantic Cape CC	NJ
Webmaster	Self-explanatory	Certificate or diploma	Dakota County TC	MN
Webmaster	Self-explanatory	Certificate or diploma	Prince Georges CC	MD
Webmaster Technology	Self explanatory	Assoc deg with certificate exit	Bellingham TC	WA
Wireless Communications	Be a tech. in wireless communication industry	Associate degree	SUNY Canton	NY
Workforce Leadership	For frontline supervisors	Certificate or diploma	Westark College	AR
Computer/Telecommunications				
A+ Certification	Repair computer hardware	Certificate or diploma – credit	Mid-South CC	AR
AS/400	Computer operator/programmer	Assoc deg with certificate exit	John Wood CC	IL
AS/400 Computer Platform	Self-explanatory	Assoc deg with certificate exit	Waubonsee CC	IL
Broadband Technology	Work with DSL, ISDN, wireless, cable hook-up	Certificate or diploma- credit	Coastline CC	CA
Business Systems Support Specialist	Provide software, hardware support	Both assoc degree & certificate	Lake Michigan Coll	MI
Call Center Representative	Work in a telephone call center	Other	San Joaquin Delta	CA
Call Center Training Program	Trains to work in telecommunications industry	Certificate or diploma – credit	Butler County CC	KS
CISCO Certification	Computer networking specialist	Associate degree	John Wood CC	IL
CISCO Certified Network Associate	Design, develop, maintain comp. network sys.	Certificate or diploma – credit	Colorado CC	CO
CISCO Certified Network Associate	Network technician	Certificate or diploma - credit	College of DuPage	IL
CISCO Systems Network Academy	Become network installation technicians	Assoc deg with certificate exit	Fullerton College	CA
CISCO Certification	No description offered	Assoc deg with certif exit	NHMCCD	TX
CISCO Certification	No description offered	Certificate or diploma	CC of Denver	CO
CISCO Computer Networking	Install, repair, troubleshoot networks	Certificate or diploma - credit	San Joaquin Delta	CA
CISCO Local Academy Training	Install CISCO equipment	Certificate or diploma - credit	Coastline CC	CA
Comp. Software Support Technician	Help desk and software support	Assoc degree with certificate	Bellingham Tech	WA
Client Server Programming	In high tech firms, program PCs	Associate degree	Iowa Western CC	IA
Computer Electronics	Repair computers and peripherals	Associate degree	Terra Comm College	OH
Computer Engineering Technology	Troubleshoot and repair computers	Associate degree	Craven CC	NC
Computer Maintenance Technology	Maintain personal computers	Certificate or diploma	Tarrant Cnty CC	TX
Computer Repair Technician	Repair hardware and software problems	Certificate or diploma	NW Indian College	WA
Computer Repair Technology	Self-evident	Associate degree	Montcalm CC	MI
Computer Repair Technician	Repair computers	Assoc deg with certificate exit	John A. Logan Coll	IL
Computer Service Technician	Repair and network computers	Certificate or diploma - credit	Blackhawk TC	WI
Computer Service and Repair	Computer service and repair	Certificate - Noncredit	Seminole CC	FL

Occupations Identified from New Programs of Other Colleges (cont.)

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Computer/Telecommunications (cont.)				
Computer Support Technology	Trouble shoot, repair PC's and software prob.	Assoc deg with certificate exit	Blue River CC	MO
Electr & Wireless Communication Tech.	Work in electronics, telecommunications	Associate degree	Tarrant Cnty Coll	TX
Energy Specialists	Program w/the local gas and power company	Associate degree	Schoolcraft College	MI
Help Desk Specialist Level I	Self-explanatory	Assoc deg with certificate exit	Waubonsee CC	IL
Information Management Technician	Information management specialist	Associate degree	Amarillo College	TX
LAN Management	Install and maintain local area networks	Assoc deg with certificate exit	Kirkwood CC	IA
Microsoft Certified Systems Engineer	Systems technicians	Certificate or diploma - credit	Glendale Comm Coll	CA
Programming for Windows Environments	Self-explanatory	Assoc deg with certificate exit	Waubonsee CC	IL
Telecommunications	Satellite, wireless, internet, other new telecom.	Certificate or diploma - credit	Coastline CC	CA
Telecommunications	Voice and data transmission and reception	Associate degree	Gulf Coast CCC	MS
Telecommunications Technology	Install, service telecommunications networks	Associate degree	Kirkwood CC	IA
Teleconferencing Systems Technology	Install and maintain teleconferencing systems	Associate degree	Amarillo College	TX
Wireless Comm. & Networking Specialist	Deals with wireless transfer of data	Associate degree	Alexandria Tech	MN
Health Care				
Anesthesia Technology	Be integral member of team in surgical setting	Associate degree	Milwaukee Tech	WI
Behavioral Health Technology	Be in health care environment and conditions	Assoc deg with certificate exit	S. Maine Tech Coll	ME
Biomedical Devices—Quality Assurance	Instrumentation/systems for ensuring std.	Certificate or diploma - credit	Coastline CC	CA
Biological Technology	Biomedical lab technician	Assoc deg with certificate exit	Pasadena City Coll	CA
Cardiovascular Technology	Prepare support personnel in all phases	Associate degree	Milwaukee Area Tec	WI
Central Supply/Instrument Technician	Work in central supply depts. of hospitals	Certificate or diploma - credit	Seattle Central CC	WA
Community Health Advocate	Be advocate in health care--public & managed	Certificate or diploma - credit	Seattle Central CC	WA
Complement H' Care w/Massage Therapy	Self-evident	Associate degree	Mt. Wachusett CC	MA
Computed Tomography	Self-evident	Certificate or diploma - credit	Carl Sandburg Coll	IL
Dental Ass'ting/Dental Hygiene Integrated	Self-explanatory	Assoc deg with certificate exit	Kentucky C & TC	KY
Dental Lab Technicians	Self-explanatory	Associate degree	Carroll Tech Institute	GA
Diagnostic Medical Sonography	Ultrasound positions	Certificate or diploma - credit	John A. Logan Coll	IL
Diagnostic Medical Sonography	Self-evident	Certificate or diploma - credit	Carl Sandburg Coll	IL
Diagnostic Medical Sonography	Sonography	Certificate or diploma - credit	College of DuPage	IL
Dispensing Optician Apprenticeship	Provide service as licensed dispensing optician	Certificate or diploma - credit	Highline CC	WA
Hearing Instrument Sciences	Fit and dispense hearing aid devices	Associate degree	Springfield TC	MA
Health and Wellness Management	Work as fitness consultants/wellness prog. dir.	Associate degree	CC of Denver	CO
Health Information Assisting	Maintain/process health info. in hospitals, etc.	Certificate or diploma - credit	Bellingham TC	WA
Health Information Management	To work in health information services	Associate degree	Lake-Sumter CC	FL
Health Information Technology	Medical records technician	Associate degree	NHMCCD	TX
Health Information Technology	Work in medical record departments	Associate degree	North Harris College	TX
Health Information Technology	Medical records, etc.	Assoc deg with certificate exit	Del Mar College	TX
Health Information Technology Program	Prepares for jobs as medical trans./rec. etc	Assoc deg with certificate exit	San Juan College	NM

Occupations Identified from New Programs of Other Colleges (cont.)

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Health Care (cont.)				
Health Physics	Monitor, deal with environmental hazards	Associate degree	Kentucky CTC	KY
Health Services Administration	Management of hospital depts., clinics etc.	Associate degree	Northeast Iowa CC	IA
Histologic Technology	Histologic lab technician	Certificate or diploma - credit	St. Phillips College	TX
Laboratory Associates/Assistants	Self-evident	Associate degree	Northwest Vista Col	TX
Magnetic Resonance Imaging	Self-evident	Certificate or diploma - credit	Carl Sandburg Coll	IL
Mammography	Train rad. techs to operate mammog. equip	Certificate or diploma - credit	S. Surburban Coll	IL
Massage Therapy	Practice massage for health & relaxation	Associate degree	Kirtland CC	MI
Massage Therapy	Self-evident	Certificate or diploma - credit	CC of Denver	CO
Massage Therapy	Prepares message therapists	Associate degree	CC of Allegheny Co	PA
Massage Therapy	Massage Therapists	Certificate or diploma - credit	Clover Park Tech	WA
Medical Reimbursement Specialist	Prepares billers,.coders, pat. acct. reps., etc.	Certificate or diploma - credit	Tacoma Comm Coll	WA
Mental Health Assistant	Work in mental health facility	Certificate or diploma - credit	Illinois Central Coll	IL
Myofacial Therapy	Manipulation of soft tissue for improved health	Associate degree	Springfield TC	MA
Nuclear Medicine Technology	Self-evident	Certificate or diploma - credit	Carl Sandburg Coll	IL
Opticianry Science	Prepares workers that work w/optical devices	Associate degree	Milwaukee Tech	WI
Physical Fitness Technology	Administer fitness tests, teach exercise classes	Associate degree	Cent. Piedmont CC	NC
Physician Assistant	Work with physicians	Certificate or diploma - credit	Red Rocks CC	CO
Physician Assistant	No description offered	Associate degree	Coumbus State CC	OH
Psychiatric Rehabilitation	No description offered	Certificate or diploma - credit	Wilbur Wright Coll	IL
Psychiatric Technician	No description offered	Certificate or diploma	San Joaquin Delta	CA
Research Lab Technician	Train students to be assistants in laboratories	Certificate or diploma - credit	Northwest Vista Coll	TX
Respiratory Care	Self-evident	Associate degree	Ashland CC	KY
Respiratory Therapy	No description offered	Associate degree	Southeastern CC	IA
Respiratory Therapy	Treat people with respiratory problems	Associate degree	E. New Mexico Univ	NM
Sonography	Sonography	Certificate (or diploma)	College of DuPage	IL
Speech Language Pathology Assistant	Assist SLP's	Associate degree	College of DuPage	IL
Speech Language Pathology Assistant	No description offered	Associate degree	Illinois Central Coll	IL
Speech Pathology Assistant	Paraprofessional	Assoc deg with certificate exit	Pasadena City Coll	CA
Surgical Technician	Work as a scrub tech. in an operating room	Certificate or diploma - credit	TC -- Lowcountry	SC
Surgical Technology	Assist in surgery	Certificate or diploma - credit	Rock Valley Coll	IL
Therapeutic Massage	Self-evident	Certificate	Illinois Valley CC	IL
Therapeutic Massage	Massage therapy	Associate degree	College of DuPage	IL
Therapeutic Massage	Become certified massage therapist	Certificate or diploma - credit	Kishwaukee Coll	IL
Veterinarian Assistant	Assist veterinarians	Associate degree	Ivy Tech State Coll	IN
Veterinarian Assistant	No description offered		San Joaquin Delta	CA
Veterinary Technician	Assist veterinarians in research labs, zoos, etc.	Associate degree	Lehigh Carbon CC	PA
Veterinary Technician	Assist veterinarians in private vet clinic or R&D	Associate degree	Delaware T & CC	DE

Occupations Identified from New Programs of Other Colleges (cont.)

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Manufacturing/Industrial				
Air Conditioning Technology	Self-evident	Certificate or diploma - credit	Ogeechee TCI	GA
Appliance Service Technician	Self-evident	Certificate or diploma - credit	Dakota County TC	MN
Architectural Computer Aided Design	Self-evident	Associate degree	Rio Hondo Coll	CA
Biotechnology: Bioprocessing	Work as a bench technician in a mfg. comp.	Certificate or diploma - credit	CC of Aurora	CO
Brewing Technology	Prep for brewing industry	Assoc deg with certificate exit	Red Rocks CC	CO
CIS-Internet Tech & Networking Tech.	Self-evident	Associate degree	San Juan College	NM
Civil Engineering Technology	Civil engineering option	Assoc deg with certificate exit	Bellingham TC	WA
Microelectronics Mfg. Technology	Process analyst, microelectron /mfg. tech.	Associate degree	Valencia CC	FL
CAD-Drafting Animation & Presentations	Drafting	Assoc deg with certificate exit	College of Lake Cnty	IL
Cat Diesel Service Technology	Service caterpillar diesel products	Associate degree	Illinois Central Coll	IL
Chemical Laboratory Technology	Self-evident	Assoc deg with certificate exit	Houston CC	TX
Chemical Laboratory Technology	No description offered	Associate degree	Del Mar College	TX
Composit Technology	Work in value added wood products mfg.	Assoc deg with certificate exit	E. Maine Tech Coll	ME
Computer Design and Graphics	Drafters, architectural, engineering and const.	Certificate or diploma - credit	Augusta TI	GA
Computer Numeric Control	Program computer controlled machines	Certificate or diploma - credit	North Harris College	TX
Drafting	Obvious	Certificate or diploma - credit	North Arkansas Coll	AR
Electrical Instrumentation	Install, maintain industrial process controls	Associate degree	Great Basin College	NV
Elect. Tech: Semiconductor Mfg. Tech.	Work in chip making industry	Assoc deg with certificate exit	South Texas CC	TX
Electric Lineman Technology	Electrical line work	Associate degree	Nash CC	NC
Electronics Tech: Biomed Equip./Service	Service & repair electronic equip. in healthcare	Assoc deg with certificate exit	South Texas CC	TX
Facility Management	No description offered	Associate degree	Columbus State CC	OH
GM Body Service Education (BSEP)	Self-evident	Assoc deg with certificate exit	Lawson State CC	AL
Heavy Equipment Operator	Work in the construction industry	Assoc deg with certificate exit	CC of Aurora	CO
Hydrological Studies	Water quality, ground, surface and water shed	Assoc deg with certificate exit	Gateway CC	AZ
Industrial Machine Repair & Maint.	No description offered	Certificate or diploma - credit	Kaskaskia College	IL
Industrial Maintenance	Integrated maintenance of complex systems	Associate degree	Delaware TC Coll	DE
Industrial Maintenance	Bluepirnt reading, hydraulics, machining	Associate degree	Cent. Piedmont CC	NC
Industrial Electronics/Instrumentation	Electronics & related for "wet processing"	Assoc deg with certificate exit	Kaskaskia College	IL
Industrial Safety	No description offered	Assoc deg with certificate exit	Kaskaskia College	IL
Instrumentation and Controls	Manufacturing operations	Associate degree	Northern Maine TC	ME
Machinist Training Center	Train NIMS Level I machining standards	Certificate - Noncredit	Macomb CC	MI
Manufacturing Engineering Technology	Work and supervise manufacturing operations	Assoc deg with certificate exit	North Harris Coll	TX
Manufacturing Engineering Technology	Work w/engineers, mgmt., and skilled techs.	Associate degree	Hennepin Tech Coll	MN
Manufacturing Maint. Engin. Technology	Multi-skilled in energy technologies	Certificate or diploma - credit	Henry Ford CC	MI
Manufacturing Technology	Mid-level positions with plastics and mfg.	Associate degree	Mnt Wachusett CC	MA
Manufacturing Technology	Front line supervisor to plant manager		Westark College	AR
Manufacturing Technology	Various manufacturing positions	Associate degree	Kankakee CC	IL

Occupations Identified from New Programs of Other Colleges (cont.)

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Manufacturing/Industrial (cont.)				
Mechatronics	Provide quality, multi-skilling in manufacturing	Certificate or diploma - credit	Henry Ford CC	MI
Mining Heavy Equipment	Operate mining heavy equipment	Certificate or diploma - credit	Hibbing Comm Coll	MN
Semi-Conductor Mfg. Technology	Work in semi-conductor manufacturing	Assoc deg with certificate exit	Weatherford College	TX
Semi-Conductor Mfg. Technology	No description offered	Associate degree	Amarillo College	TX
Semi-Conductor Production Operator	Career in industrial setting	Associate degree	Lower Columbia	WA
Service Occupations				
Associate Teacher	Teaching assistant in pre-school setting	Certificate or diploma - credit	Crafton Hills College	CA
Barber-Styling	Be barbers, own barber-styling businesses	Certificate (or diploma)	Univ of Montana	MT
Children and Youth Mental Health	Work in mental health serving children & teens	Assoc deg with certificate exit	CT Comm-Tech	CT
Community Supports	Supports for people with disabilities	Assoc deg with certificate exit	Anoka-Hennepin TC	MN
Early Childhood Education	Daycare providers and transfer	Assoc deg with certificate exit	North Central MI Coll	MI
Early Childhood Education	Childcare prov./Ed. Techs. for lower grades	Assoc deg with certificate exit	E. Maine Tech Coll	ME
Fire Command Administration	Lead fire fighting programs	Associate degree	Peninsula College	WA
Fire Command Administration	Advance in fire department to mid-mgmt.	Associate degree	Seattle Central CC	WA
Forensic Science	No description offered	Associate degree	Prince Georges CC	MD
Gerontology Specialist	Assist seniors in nursing homes, centers, etc.	Assoc deg with certificate exit	Wilbur Wright Coll	IL
Gerontology	Elder care	Certificate or diploma ATC	Valencia CC	FL
Gerontology	Gain employment in growing field of aging	Associate degrees	Westark Coll	AZ
Grief & Bereavement Counseling	No description offered	Certificate or diploma - credit	CC of Denver	CO
Human Services	To work with people of with disabilities	Both assoc degree & certificate	Univ of Montana	MT
Human Services	Self-evident	Associate degree	Ivy Tech-Wabash	IN
Juvenile Care Worker	Work as direct line entry level workers	Certificate or diploma - credit	Lansing CC	MI
Library Technician Apprenticeship	Library paraprofessional functions	Assoc deg with certificate exit	Highline CC	WA
Mortuary Science	Work as an embalmer, operate a funeral home	Associate degree	Amarillo College	TX
Nail Technology	Self-evident	Certificate or diploma	Carl Sandburg Coll	IL
Nanny	Obvious	Associate degree	Montcalm CC	MI
Occupational Safety & Health Technology	AAS degree for safety officers, technicians, etc.	Associate degree	Del Mar College	TX
Paraeducator	Instructional aide for special education	Certificate or diploma - credit	N. Seattle CC	WA
Police Community Relations	Self-explanatory	Assoc deg with certificate exit	Waubonsee CC	IL
Public Ed Spec.-Fire Science	No description offered	Certificate or diploma - credit	Lower Columbia	WA
Public Safety: Criminal Investigation	Self-evident		SUNY Canton	NY
Public Safety Telecommunications	Police and Fire/EMS dispatching	Certificate - noncredit	Seminole CC	FL
Recreation Management	Self-evident	Associate degree	Chattahoochee Tech	GA
Security Academy	Training for guard card, baton, chem. weapons		Grossmont College	CA
Site Supervisor	Supervise pre-school program	Certificate or diploma - credit	Crafton Hills College	CA
Teacher	Lead teacher in pre-school	Certificate or diploma - credit	Crafton Hills College	CA

Occupations Identified from New Programs of Other Colleges (cont.)

Name of Program	What Program Prepares People to Do	Credential Offered	College	
Other				
Applied Technology	Receive degree at CC by taking general ed.	Associate degree	Colorado CC	CO
Film Making	Produce/direct moving images in media		Lansing Comm Coll	MI
Fine Art/Art Ed	Self-evident	Associate degree	Kishwaukee College	IL
Golf Course Operations	Small engine repair, turf manager, sales, etc.	Associate degree	Indian River CC	FL
Golf Course Management	Manage golf courses	Associate degree	Augusta TI	GA
Greenhouse Mgmt and Landscape Design	Self-evident	Assoc deg with certificate exit	Butler County CC	KS
Horticulture: Landscape Mgmt.	Employment in the landscape maint. Industry	Associate degree	CC of Allegheny Co	PA
Horticulture: Turfgrass Mgmt.	Employment in the turfgrass industry	Associate degree	CC of Allegheny Co	PA
Landscape & Turfgrass Mgmt.	Plant propagation, design layout, lawn care	Assoc deg with certificate exit	State TI at Memphis	TN
Sporting Preserve Management	Manage outdoor sports on private preserves	Associate degree	John A. Logan Coll	IL
Theatre Technology	Work in theatre arts	Assoc deg with certificate exit	Red Rocks CC	CO
Turf & Golf Course Management	Install, maintain turf and golf course greens	Certificate or diploma - credit	North Georgia TI	GA
Turfgrass Management	Lawn and golf course generation/maintenance	Assoc deg with certificate exit	Ivy Tech State Coll	IN
Turfgrass	Install, care, maintain turfgrass	Certificate or diploma - credit	San Joaquin Delta	CA

Procedures for Identification of New Occupational Markets

From Classified Ads and Job Fairs

In the regional monitoring of classified advertising and job fair postings, occupations had to meet two criteria to be included in the list of *Occupations Identified from Classified Ads and Job Fairs*. They had to 1) require an associate degree or post-secondary training in the opinion of the researcher or as specified in the posting and 2) be an occupation for which Fox Valley Technical College is not already offering an associate degree or technical diploma.

The regional monitoring occurred over a six-week period with newspapers scanned every other week. Three Sunday newspapers published in the Fox Valley region were used: the *Appleton Post Crescent*, the *Oshkosh Daily Northwestern* and the *Green Bay Press Gazette*. When a classified ad was repeated across several papers, it was only listed once. If however, a different ad appeared for the same occupation, it was captured for the following list.

The regional monitoring of job fair positions used postings from the Spring Job Fair, a job fair sponsored by Fox Valley Technical College and the University of Wisconsin-Oshkosh in April 1999, using the same procedures as for classified ads.

The following information was captured:

- Name of occupation
- Short description of occupation, if available
- Education required, if available
- Yearly earnings, if available
- Location of employer, if available
- Date of appearance

From Employers Requests for Graduates

In the regional monitoring of employer requests for graduates, occupations requested had to meet two criteria to be included in the list of *Occupations Identified from Employer Requests for Graduates*. They had to 1) require an associate degree or post-secondary training and 2) be an occupation for which Fox Valley Technical College is not already offering an associate degree or technical diploma.

Requests made to Fox Valley Technical College's Student Employment Services were monitored over a one-month period in the spring of 1999.

The following information was captured for the list of *Occupations Identified from Employer Requests for Graduates*:

- Name of occupation
- Short description of occupation
- Education required
- Yearly earnings
- Location of employer, if available
- Date of posting

❸ Occupations Identified from Classified Ads and Job Fairs

Business Occupations	Job Description in Classified Advertisement	Education	Earnings	Job Location	Date	Source*
Actuarial Analyst	No description offered	Unknown	Unknown	Appleton	4/21/99	Job Fair
Actuary	No description offered	Unknown	Unknown	Appleton	4/21/99	Job Fair
Asset Protection	No description offered	Unknown	Unknown	Oshkosh	4/21/99	Job Fair
Benefits Assistant	Correspondence, working with insurance	Unknown	$9/hr	Unknown	2/28/99	ONW
Buying Assistant	Assist senior buyers in expediting	Unknown	Unknown	Fox Valley	2/28/99	ONW
Compliance Specialist	Review compliance w/Far East shipping rates	Assoc degree	Unknown	Oshkosh	3/14/99	ONW
Compliance Technician	Track drug & alcohol test results	Unknown	Unknown	Neenah	3/28/99	ONW
Documentation Control Clerk	No description offered	Unknown	Unknown	Neenah	4/21/99	Job Fair
Documentation Coordinator	Control Q.A. documentation systems, charting	Unknown	Unknown	Wautoma	3/14/99	ONW
Escrow Officer	Unknown	Unknown	$8.50/hr	Unknown	2/28/99	ONW
Escrow Officer/Closing Agent	Close real estate transactions	Unknown	Unknown	Appleton	2/28/99	ONW
Event Coordinator	Coordinate financial sponsorship for events	Unknown	Unknown	Menasha	3/28/99	Post Cr
Financial Counselor	Work with patients on Medicaid billings	Unknown	Unknown	Appleton	2/28/99	Post Cr
Goldsmith	Repair, setting and benchwork involving jewelry	Unknown	Unknown	NE Wisc	3/28/99	Post Cr
Graphic Artist	Create camera ready art for imprinting	Unknown	Unknown	Oshkosh	2/28/99	ONW
Graphic Artist/Designer	Create catalog artwork & layout with Mac	Unknown	Unknown	Wausau, WI	3/14/99	ONW
Graphic Designer	Create ads with Mac computer	Coll degree	Unknown	Oshkosh	2/28/99	ONW
HR Info Systems Coordinator	Admin./support/maint. employee perf. reviews	Assoc degree	Unknown	Green Bay	2/28/99	Pr Gaz
Human Resource Asst.	HR office support, Word & Excel skills	Unknown	$9-12/hr	Unknown	2/28/99	Pr Gaz
Human Resource Asst.	In restaurant industry	Unknown	Unknown	Green Lake	4/21/99	Job Fair
Human Resource Asst.	No description offered	Unknown	Unknown	Neenah	4/21/99	Job Fair
Imaging Technician	For photography dept., Mac computer skills	Unknown	Unknown	Appleton	3/14/99	Post Cr
Import Administrator	Work with overseas vendors	Unknown	Unknown	Oshkosh	2/28/99	ONW
Internet/Email Asst. Editor	Edit, write articles on the e-mail industry	Unknown	$22-27K/yr	Green Bay	2/28/99	Pr Gaz
Loan Document'n Processor	No description offered	Unknown	Unknown	Oshkosh	4/21/99	Job Fair
MacIntosh Operator	Work in pre-press	Unknown	Unknown	Green Bay	2/28/99	Post Cr
Marina Manager	Manage projects, facilities, slip sales, boat rental	Assoc degree	Unknown	Bayfield	2/28/99	Pr Gaz
Media Buyer	Plan, buy and support trade media	Unknown	Unknown	Green Bay	2/28/99	ONW
Paralegal	Work with legal aspect of insurance	Assoc degree	Unknown	Appleton	2/28/99	ONW
Patient Paralegal	Manage several detailed cases	Unknown	Unknown	Appleton	3/14/99	ONW
Patient Services Assistant	Key boarding, computer & general office	Unknown	Unknown	Appleton	3/14/99	ONW
Photographer, Part time	No description offered	Unknown	Unknown	Appleton	2/21/99	Job Fair

*Job Fair=Spring 1999 Job Fair in Oshkosh ONW=Oshkosh Northwestern Post Cr=Post Crescent Pr Gaz=Press Gazette

Occupations Identified from Classified Ads and Job Fairs (cont.)

	Job Description in Classified Advertisement	Education	Earnings	Job Location	Date	Source
Business Occupations (cont.)						
Pre-press Coordinator	Coordinate/prepare ads, paginate Mac pages	Unknown	Unknown	Green Bay	2/28/99	Pr Gaz
Professional Imaging	Photographic artist trainee	Unknown	Unknown	Green Bay	3/28/99	Pr Gaz
Property Assessment Specialist	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Purchasing Clerk	Coordinate/schedule installations/deliveries	Unknown	Unknown	Unknown	3/14/99	ONW
Recruiter, Part-time	Screen, interview candidates	Unknown	Unknown	Oshkosh	2/28/99	ONW
Recruiter, Technical	Work in fun environment, dynamic industry	Unknown	Unknown	Green Bay	2/28/99	Pr Gaz
Recruiter	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Safety Consultant/Risk Appraiser	Work in insurance industry	Unknown	Unknown	Appleton	4/21/99	Job Fair
Sales Recruiter	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Special Events Coordinator	Coordinate fundraising events for health ag.	Unknown	Unknown	Green Bay	2/28/99	Pr Gaz
Special Events Coordinator	Fundraising for activities, work w/volunteers	Unknown	Unknown	Unknown	2/28/99	Pr Gaz
Staffing Coordinator	No description offered	Unknown	$10/hr	Appleton	4/21/99	Job Fair
Tech Writer/Illustrator	Work on Macintosh	Unknown	Unknown	Various	2/28/99	Post Cr
Technical Illustrator	Research/create illust. for product document	Assoc degree	Unknown	Brillion	3/14/99	ONW
Technical Writer	Research/create/edit product documentation	Assoc degree	Unknown	Brillion	3/14/99	ONW
Travel Agent	No description offered	Unknown	Unknown	Unknown	2/28/99	ONW
Webmaster	Improve website, assure security, op. server	Assoc degree	Unknown	Green Bay	2/28/99	Pr Gaz
Web Designer	No description offered	Unknown	$9-12+/hr	Unknown	2/28/99	ONW
Computer/Telecommunications						
Communication Specialist	Provide technical support for computer & phone	Coll degree	Unknown	Menasha	3/14/99	ONW
Help Desk	Answer questions, troubleshooting	Unknown	$12+/hr	Unknown	2/28/99	ONW
Help Desk	Answer questions on Win95, Office97	Unknown	Unknown	Unknown	2/28/99	ONW
Help Desk Associate	Provide phone support for mainframe, etc.	Unknown	Unknown	Appleton	3/14/99	ONW
Help Desk Specialist	No description offered	Unknown	Unknown	Neenah	4/21/99	Job Fair
Help Desk Technician	No description offered	Unknown	Unknown	Neenah	4/21/99	Job Fair
Implementation Coordinator	For automated time and attendance systems	Unknown	Unknown	Various	4/21/99	Job Fair
Mac Guru	Install and support Mac computer system	Unknown	Unknown	Green Bay	3/14/99	Pr Gaz
PBX Telephone Technician	Work in telecommunications company	Unknown	Unknown	Sheboyan	3/28/99	ONW
PC Troubleshooter	Resolve problems w/PC hardware	Assoc degree	Unknown	Appleton	3/28/99	ONW
Support Manager	Install, maintain cash register/computer network	Unknown	Unknown	Unknown	3/14/99	ONW
Telecommunications Tech.	Install/service video conf., PBX, voice mail	Unknown	Unknown	Appleton	3/28/99	ONW

*Job Fair=Spring 1999 Job Fair in Oshkosh ONW=Oshkosh Northwestern Post Cr=Post Crescent Pr Gaz=Press Gazette

Occupations Identified from Classified Ads and Job Fairs (cont.)

	Job Description in Classified Advertisement	Education	Earnings	Job Location	Date	Source
Health Care Occupations						
Biomedical Technician	Inspect/repair/calibrate/install patient equip.	Unknown	Unknown	Stevens Point	2/28/99	Post Cr
Certified Massage Therapist	No description offered	Unknown	Unknown	Oshkosh	3/28/99	ONW
Clinical Technician	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Chiropractic Assistant	Run operations of a chiropractic office	Unknown	Unknown	Appleton	3/14/99	Post Cr
CT Technologist	Perform CT scans and imagery	Assoc degree	Unknown	Green Bay	2/28/99	Pr Gaz
Cytotechnologist	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Dental Lab Technician	No description offered	Unknown	Unknown	Green Bay	3/28/99	Pr Gaz
EKG Technician	Assist with EKG & treadmill procedures	Unknown	Unknown	Appleton	3/28/99	ONW
Health Care Analyst	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Lab Assistant	No description offered	Unknown	Unknown	Appleton	4/21/99	Job Fair
Mammography Technologist	No description offered	Unknown	Unknown	Appleton	2/28/99	Post Cr
Medical Lab Technician	Perform lab procedures, collect specimens	Assoc degree	Unknown	Stevens Point	2/28/99	Post Cr
Medical Lab Technician	No description offered	Unknown	Unknown	Green Bay	2/28/99	Pr Gaz
Medical Lab Technician	No description offered	Assoc degree	Unknown	Ontonogon, MI	3/14/99	Pr Gaz
Medical Historical Position	No description offered	Unknown	Unknown	Oshkosh	4/21/99	Job Fair
Medical Records Clerk	Coding, filing admissions packets, etc.	Unknown	Unknown	Oshkosh	3/14/99	ONW
Medical Records Clerk	No description offered	Unknown	Unknown	Menasha	2/28/99	Post Cr
Medical Records Specialist	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Monitoring Technician	Interpret cardiac rhythms, maint. Supp./equip.	Unknown	Unknown	Green Bay	3/14/99	Pr Gaz
MRI Technologist	Operate MRI scanners in hospital	Unknown	Unknown	Green Bay	3/28/99	Post Cr
MRI Technologist, Mobile	Perform DMS imaging	Unknown	Unknown	S. Central Wis	3/14/99	Pr Gaz
Nutrition Assistant	Processing/editing patient diet orders/menus	Unknown	Unknown	Green Bay	2/28/99	Pr Gaz
Nutrition Educator	Assess health status & train families	Unknown	$9.95/hr	Appleton	2/28/99	Post Cr
Nuclear Medicine Technician	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Occupational Health Assistant	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Optician	Assist w/case histories, adjust frames/orders	Unknown	Unknown	App. & Kimberly	3/28/99	Post Cr
OR Technologist	Operating room technologist in acute care fac.	Unknown	Unknown	Marinette	2/28/99	Post Cr
Patient Care Technician	Provide dialysis for patients	Unknown	Unknown	Neenah	3/14/99	ONW
Patient Registrar	Enter patient demographics, act as registrar	Unknown	Unknown	Appleton	2/28/99	Post Cr
Patient Service Rep.	Patient relations, appt. scheduling, billing	Unknown	Unknown	Fond du Lac	2/28/99	ONW
Patient Service Rep.	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Prevention Specialist	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair

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Occupations Identified from Classified Ads and Job Fairs (cont.)

	Job Description in Classified Advertisement	Education	Earnings	Job Location	Date	Source
Health Care Occupat. (cont.)						
Provider Relations-Qual. Coord.	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Respiratory Therapy Tech.	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Sonographer	Radiology and ultrasound duties	Certified	Unknown	Menasha	2/28/99	ONW
Sonographer, Cardiovascular	Perform echo technician duties	Unknown	Unknown	Sheboyan	3/14/99	ONW
Sonographer, Echo EDI	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Staffing Coordinator	Arrange nurses schedules, track hours	Unknown	Unknown	Oshkosh	2/28/99	ONW
Surgical Tech.	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Therapeutic Assistant	Work in chiropractic/medical office	Unknown	$8/hr	Appleton	2/28/99	Post Cr
Trainer/Developer	Develop health-related educational programs	Unknown	Unknown	Green Bay	2/28/99	Pr Gaz
Ultrasongrapher	Perform general ultrasound procedures	Unknown	Unknown	Stevens Point	3/28/99	Post Cr
Ultrasonographer	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Veterinary Technician	Work in small animal vet clinic	Unknown	Unknown	Neenah	2/28/99	Post Cr
Service Occupations						
Care Worker, Adult	Provide care to disabled men and women	Unknown	$9/hr	Green Bay	3/14/99	Pr Gaz
Care Worker, Personal	Provide services to persons w/chronic cond.	Unknown	Unknown	Oshkosh	4/21/99	Job Fair
Case Manager	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Communication Technician	In police dept., type/transcribe/work with public	HS+ pref	$13.21/hr	Appleton	3/14/99	Post Cr
Communications Center Op.	Respond to teletype & radio messages	Assoc degree	$11.66/hr	Green Bay	2/28/99	Pr Gaz
Corrections Officer	Entry-level, involves communications	A.D. crs pref	$24,635	Green Lake, WI	3/28/99	ONW
Direct Supports Provider	Provide services to persons w/chronic cond.	Unknown	Unknown	Oshkosh	4/21/99	Job Fair
Educational Lab Aide	Correct tests, assist stds., process paperwork	Assoc degree	$8.60	Green Bay	2/28/99	Pr Gaz
FBI Special Agent	No description offered	Unknown	Unknown	Milwaukee	4/21/99	Job Fair
Fitness & Lifestyle Specialist	Personal, strength & aerobics trainer	Coll deg pref	Unknown	Oshkosh	2/28/99	ONW
Floral Designer	Conduct all phases of design, floral shop oper.	Unknown	Unknown	Sturgeon Bay	3/14/99	Pr Gaz
Floral Designer	No description offered	Unknown	Unknown	Green Bay	3/28/99	Pr Gaz
Home Health Aide	No description offered	Unknown	Unknown	Oshkosh	4/21/99	Job Fair
Language Specialist (FBI)	No description offered	Unknown	Unknown	Milwaukee	4/21/99	Job Fair
Nail Technician	Provide manicure services	Unknown	Unknown	Oshkosh	3/28/99	ONW
Personal Trainer	No description offered	Unknown	Unknown	Appleton	2/28/99	Post Cr
Shelter Care Worker	Provide care & supervision to residents	Assoc degree	$12.89/hr	Green Bay	2/28/99	Pr Gaz
Teacher's Aide	Assist with residential treatment program	2 yr. College	Unknown	Green Bay	3/28/99	Pr Gaz

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Occupations Identified from Classified Ads and Job Fairs (cont.)

	Job Description in Classified Advertisement	Education	Earnings	Job Location	Date	Source
Transportation Occupations						
Aircraft Painter	No description offered	Unknown	Unknown	Appleton	2/28/99	Post Cr
Auto Service Center Manager	No description offered	Unknown	Unknown	Antigo, WI	4/12/99	Job Fair
Asst Patrol Superintendent	Administer highway maintenance department	Unknown	Unknown	Chilton	2/28/99	Post Cr
Bicycle Technician	Repair bicycles w/own tools	Unknown	Unknown	Oshkosh	3/14/99	ONW
Flight Attendant	No description offered	Unknown	Unknown	Denver,CO	3/28/99	Post Cr
Logistics	Work for department store	Unknown	Unknown	Oshkosh	4/21/99	Job Fair
Marine Technician	Shipyard marine service operation	Unknown	Unknown	Gn Bay & Oshk	3/14/99	ONW
Marine Technician	For boat dealer	Unknown	Unknown	Unknown	3/14/99	Post Cr
Marine Technician	No description offered	Unknown	Unknown	DePere	3/14/99	Post Cr
R.V. Technician	Perform repairs/accessory installations on RVs	Unknown	Unknown	Appleton	2/28/99	Post Cr
Service Team Leader	Work in transportation/logistics company	Unknown	Unknown	Green Bay	4/21/99	Job Fair
Teaching Assistant	No description offered	Unknown	Unknown	Wittenberg, WI	4/21/99	Job Fair
Traffic Control Technician	Decision-making, problem solving & travel req.	Unknown	Unknown	Appleton	3/14/99	Post Cr
Transportation Customer Rep.	Interpret data, update drivers & vehicle records	Unknown	Unknown	Appleton	2/28/99	Post Cr
Transportation Engineer	Work in civil engineering firm on DOT projects	Unknown	Unknown	Fond du Lac	3/28/99	Post Cr
Transportation Const. Inspector	Inspect roadway and utility construction	Assoc degree	Unknown	Appleton	3/14/99	Post Cr
Transportation Specialist	Negotiate courier contracts/monitor perf.	Assoc degree	Unknown	Green Bay	2/28/99	Pr Gaz
Manufacturing/Industrial						
Architectural Drafter	No description offered	Unknown	Unknown	Unknown	4/21/99	Job Fair
Architectural Designer	No description offered	Unknown	Unknown	Appleton	4/21/99	Job Fair
Cable Installer	No description offered	Unknown	$9-12/hr	Unknown	2/28/99	Post Cr
Cable TV Installer	No description offered	Unknown	Unknown	Unknown	2/28/99	Post Cr
Commercial Glass Estimator	Plan, direct, support project activity	Assoc degree	Unknown	Oshkosh	3/14/99	ONW
Concrete Mason	Lay exterior/interior concrete	Unknown	$20/hr	South Fox Valley	2/28/99	ONW
Copier Service Technician	Repair, install, maintain copier equipment	Unknown	Unknown	Neenah	3/14/99	ONW
Extruder Laminator Operator	Install, train, and operate new extruder laminate	Unknown	Unknown	Appleton	2/28/99	Post Cr
Field Service Tech.	No description offered	Unknown	Unknown	Appleton	4/21/99	Job Fair
Foreman/Erector	Erect metal buildings	Unknown	$12-19/hr	Oshkosh	2/28/99	ONW
Glass Technician	Measure, cut & install glass	Unknown	Unknown	Oshkosh	2/28/99	ONW
HVAC Group Leader	Maintain & repair industrial heating equipment	Unknown	Unknown	Appleton	3/14/99	ONW
HVAC Installer	No description offered	Unknown	$10-16/hr	Appleton	3/14/99	Post Cr

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Occupations Identified from Classified Ads and Job Fairs (cont.)

	Job Description in Classified Advertisement	Education	Earnings	Job Location	Date	Source
Manufacturing/Industrial (cont.)						
HVAC Installer	Install heating/air conditioning in residences	Unknown	Unknown	Unknown	3/14/99	ONW
HVAC Technician	Work w/automatic temperature control systems	Unknown	$17-20	Fond du Lac	3/28/99	ONW
Industrial Painter	Color match, mix and paint parts	Unknown	$9/hr	Oshkosh	2/28/99	ONW
Production Planner	No description offered	Unknown	Unknown	Appleton	4/21/99	Job Fair
Production Planner	No description offered	Unknown	Unknown	Neenah	4/21/99	Job Fair
Production Scheduler	Scheduling, tracking of customer orders	Unknown	Unknown	Oshkosh	3/28/99	ONW
Project Administrator	Assist project mgrs., construction	Unknown	$9/hr	Unknown	2/28/99	ONW
Purchasing	Perform all purchasing duties	Unknown	$9-11/hr	Unknown	2/28/99	ONW
Refrigeration Maint. Mechanic	Work w/ammonia refrigeration systems	Assoc degree	Unknown	Unknown	2/28/99	Post Cr
Refrigeration Maintenance	Monitoring, maintaining refrig. & boiler equip.	Unknown	Unknown	Green Bay	2/28/99	Pr Gaz
Refrigeration Technician	For seafood proc. plant in remote Alaska	Unknown	Unknown	Seattle	2/28/99	Pr Gaz
Technical Applications Spec.	Perform end-user product testing, etc.	Assoc degree	Unknown	Appleton	3/28/99	ONW
Utility Planner	No description offered	Unknown	Unknown	Oshkosh	3/28/99	ONW
Waste Mgmt. Supervisor	Supervise waste management shop	Unknown	Unknown	Fond du Lac	3/28/99	ONW
Other						
Directional Drilling Operator	Utility construction on drilling rigs	Unknown	Unknown	Brownsville, WI	3/14/99	ONW
Drilling Assistant	Geotechnical soil boring field work	Unknown	Unknown	Menasha	3/14/99	ONW
Park Caretaker	Maintain & repair park buildings/grounds	Post sec	$14.65	Appleton	2/28/99	Post Cr
Pesticide Applicator	No description offered	License	$24,000+	Little Chute	2/28/99	Post Cr

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Occupations Identified from Employer Requests for Graduates

	Job Description in Request	Education	Earnings	Job Location	Date	Source*
Business Occupations						
Customer Service Operator	Manage print/production jobs for customers	2-4yrs	$32,000/yr	Wood Dale, IL	4/12/99	SES
Desktop Publisher	Design company newsletter, brochures, etc.	Unknown	$9-11/hr	Appleton	4/19/99	SES
Graphic Artist	Graphic art, design w/various software	Unknown	$9-12/hr	Little Chute	4/14/99	SES
Web/Promotional Designer	Design, promote web pages	Unknown	Unknown	Green Bay	4/9/99	SES
Computer Occupations						
Help Desk Technician	Provide technical support to internet clients	Unknown	$7-9/hr	Appleton	4/12/99	SES
Service Occupations						
Safety/Personnel Employee	Conduct safety training, monitor air, OSHA logs	Unknown	Unknown	Berlin, WI	4/8/99	SES
Manufacturing Occupations						
Architectural Drafter	Draft cabinetry/floor layouts w/AutoCAD 14	Unknown	$10-12/hr	Appleton	4/16/99	SES
Architectural Draftsperson	For precast concrete manufacturer	Unknown	Unknown	Omro	4/19/99	SES
Civil Engineering Technician	Plan, construct wetland restoration	Unknown	Assoc deg	Ashland, WI	4/6/99	SES
Civil Engineering Technician	Interp. construction plans, draft using CAD	Deg Unspec.	$27-34,000/yr	Eau Claire	4/1/99	SES
Civil Engineering/CAD Tech.	Assist civil engineering staff w/projects	Assoc deg	Unknown	Green Bay	4/14/99	SES
Layout Assistant	Layout building sites, parking lots	Unknown	$7-9/hr	Winneconne	4/9/99	SES
Structural Drafter	Convert architect. to shop drawings w/AutoCAD	Unknown	$12-16/hr	Fox Cities	4/16/99	SES

*SES=Student Employment Services office at Fox Valley Technical College

Procedures for Identification of New Occupational Markets

From Employer Survey Responses

In local surveying of employers, occupations had to meet two criteria to be included in the list of *Occupations Identified from Employer Survey Responses.* They had to 1) require an associate degree or post-secondary training as specified in the response to an item concerning educational level most typical for the occupation and 2) be an occupation for which Fox Valley Technical College is not already offering an associate degree or technical diploma.

Responses from 114 employers were scanned for new occupational markets. A mail survey was conducted with 251 human resource directors with employers chosen to provide a representation of different occupational clusters.

The following information was captured for the list of *Occupations Identified from Employer Survey Responses*:

- Name of occupation
- Short description of occupation
- Education required
- Yearly earnings
- Approximate number that could be hired yearly
- Employer type
- Size of employer

From Placement Firm Responses

In local surveying of placement firms, occupations had to meet two criteria to be included in the list of *Occupations Identified from Placement Firm Survey Responses.* They had to 1) require an associate degree or post-secondary training as specified in placement firm's response to an item asking about educational level most typical for the occupation and 2) be an occupation for which Fox Valley Technical College is not already offering an associate degree or technical diploma.

The survey material scanned included responses from 17 temporary and permanent employment placement agencies active in Fox Valley Technical College's district. Thirty-five employment firms were surveyed.

The following information was captured for the list of *Occupations Identified from Placement Firm Survey Responses:*

- Name of occupation
- Short description of occupation
- Education required
- Yearly earnings
- Approximate number that could be placed yearly
- Employer type
- Size of employer

❺ Occupations Identified from Employer Survey Responses

Name of Occupation	Description of Occupation	Education	Earnings	Hires/ Year	Emp. Type	Size
Business Occupations						
Customer Service Representative	Execute customer service following sale	Assoc deg	$20-24K/yr	4	Manufact	500+
Customer Service Representative	Assist business people with placing orders	Assoc deg	$20-24K/yr	8	Sales/Service	100-249
Digital Artist	Adobe PhotoShop -- manipulating photos	Assoc deg	<$20,000/yr	2	Manufact	100-249
Documentation Manager	Establish documentation control strategies	Assoc deg	$30-35K/yr	1	Manufact	500+
Graphic Artist	Clean-up logos received from customers	Bachelors	$20-24K/yr	4	Sales/Service	100-249
Loan Documentation Processor	Processing paperwork for loans	Assoc deg	<$20,000/yr	35	Finance	500+
Staffing Specialist	Recruit, interview, place employees	Assoc deg	$20-24K/yr	2	Sales/Service	500+
Telecomm. Sales/Service Rep.	Answer incoming calls from customers, sell	Assoc deg	$35K+/yr	50	Telecommun	500+
Webmaster	Maintain network, updates systems, trains	Assoc deg	$30-35K/yr	1	Education	500+
Computer Occupations						
Computer AS 400	Program - system integrity - PC work	Assoc deg	>$35,000/yr	5	Sales/Service	500+
Computer Technician	Repair computers and keep them running	Post sec	$20-24K/yr	1	Education	250-499
PC Technician/Programmer	Service our PC network system	Assoc deg	$20-24K/yr	2	Manufact	100-249
Health Care Occupations						
Healthcare Business Services	Various positions exist in hospital setting	Assoc deg	$20-24K/yr	3	Sales/Service	100-249
Service Occupations						
Ed Tech Coordinator	Coordinates technology needs in education	Post sec	>$35,000/yr	1	Education	100-249
Police Dispatch/Clerical	Clerical /dispatch recep. (part time - shift)	Post sec	<$20,000/yr	2	Government	50-99
Safety – Construction	Perform safety inspections for gov. compl.	Assoc deg	>$35,000/yr	1	Unknown	Unkn.
Manufacturing/Industrial						
Architectural Draftsperson	Architectural drawings and AutoCAD	Post sec	<$20,000	1	Manufact	50-99
Cable Installer - Technician	Install and repair cable TV, wires, equip.	Post sec	$20-24K/yr	7	Sales/Service	250-499
CAD Operator	Assist eng. personnel with CAD drawings	Assoc deg	$20-24-K/yr	3	Manufact	100-249
Designer	Assist engineering personnel with concepts	Assoc deg	$30-35K/yr	2	Manufact	100-249
Engineering Design	Design dies to satisfy customer part reqs.	Assoc deg	$20-24K/yr	1	Manufact	250-499
Machinist	General machinist - CNC machines	Post sec	$20-24K/yr	1	Education	50-99
Maintenance Mechanic	Provide preventative maintenance, support	Post sec	$30-35K/yr	1	Manufact	100-249
Mechanical Maintenance	Equipment repair or installation	Assoc deg	$30-35K/yr	10	Manufact	500+
Mechanical Maintenance	Maintenance support for manufacturing fac.	Post sec	$25-29K/yr	2	Manufact	250-499
Outside Lineman-Journey/Apprent.	Build and maintain high voltage power lines	Assoc deg	$30-35K/yr	15	Elect Const	50-99
Production	Manufacture paperboard	Post sec	$35K+/yr	7	Manufact	100-249
Quality Control Inspector	Conduct testing and inspections	Assoc deg	$25-29K/yr	1	Education	50-99

Occupations Identified from Employer Survey Responses (cont.)

Name of Occupation	Description of Occupation	Education	Earnings	Hires/ Year	Emp. Type	Size
Manufacturing/Industrial (cont.)						
Vending Machine Mechanic	Troubleshoot vending machines	Assoc deg	$30-35K/yr	2	Sales/Service	100-249
Technicians - Over the Road	Repair TV products in customers' homes	Post sec	$20-24K/yr	2	Retail	500+
Tool & Die Maker	Build metal forming dies, fabricate jigs	Post sec	$30-35+K/yr	1	Manufact	500+

⓫ Occupations Identified from Placement Firm Survey Responses

Name of Occupation	Description of Occupation	Education	Earnings	Hires/ Year	Emp. Type	Size
Architectural Design	Commercial, industrial design for bldgs.	Assoc deg	$20-24K/yr	4	Sales/Service	<50
Customer Service Rep.	Productively manage customer accounts	Assoc deg	$20-24K/yr	36	Sales/Service	50-99
HVAC Design/Drafter	Design of various heating, venting and AC	Assoc deg	$20-24K/yr		Sales/Service	<50
Medical Records Clerk	No description offered	Post sec	Unknown		Temp Staffing	500+

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